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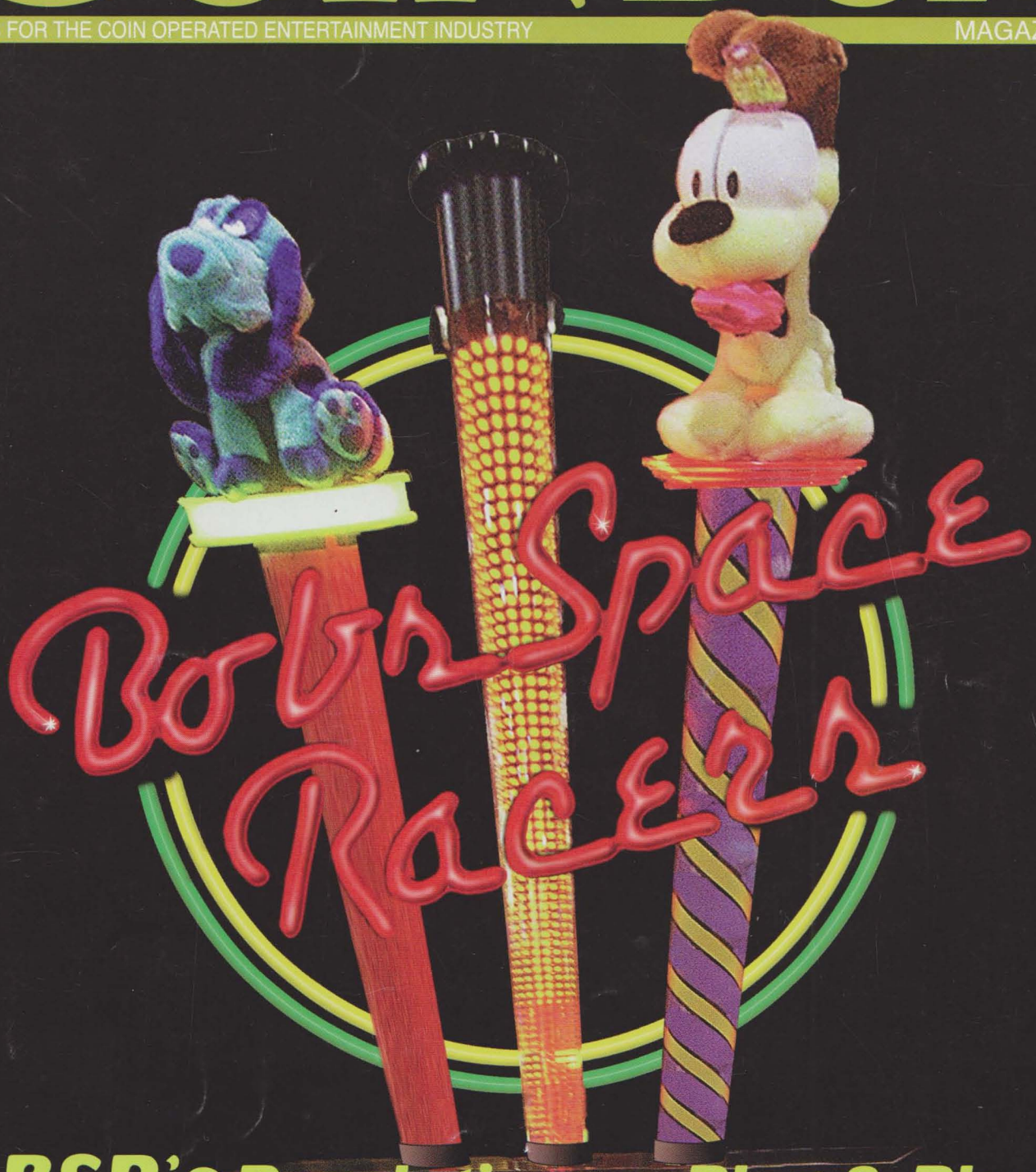
MARCH 2000
NEWS FOR THE COIN OPERATED ENTERTAINMENT INDUSTRY
MAGAZINE



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CANADIAN COINBOX
NEWS FOR THE COIN OPERATED ENTERTAINMENT INDUSTRY MAGAZINE

Vol. 55 March 2000 No. 2

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COVER: Plug & Play from Bob's Space Racers

PERSPECTIVES

With Sandra Anderson-Lloy

Polls Again

Canada's Hit List

The top 10 music poll is back courtesy of Nadisq of Valleyfield, QC. Francophone music is also included in this list.

Game Poll Missed

Our top 10 poll of high earning games has been discontinued due to lack of response. However, when we did this we promised that this decision was not carved in stone and if the game poll was missed we would consider bringing it back. Apparently readers have missed it. So in order to determine how much readers have truly missed it, below is the questionnaire from which the poll is based. If you would like to contribute to the return of the Top Ten Game Poll please fill it out and return it immediately to:

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tel: 519-582-2513,
toll free: 800-265-2827,
e-mail: coinbox@annexweb.com.

Please rate from 1 to 5, 5 being top earnings.

Company name, phone and fax number must be included on form in order to verify response. Responses are kept confidential. This poll needs your support in order for it to return.

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2 _____
3 _____
4 _____
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2 _____
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4 _____
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10 _____

Other:

1 _____
2 _____
3 _____

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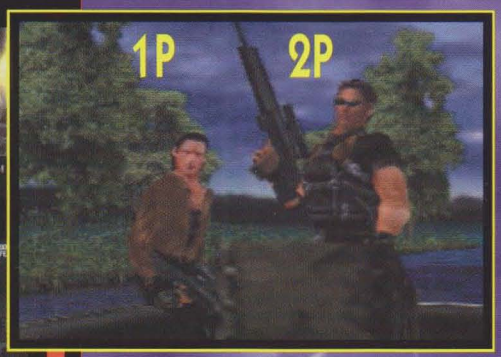

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Canada's Hit List

Top 10 Pop/Rock

1	Santana	**Supernatural**
2	Dr. Dre	**Dr. Dre 2001**
3	Cèline Dion	**All The Way**
4	Christina Aguilera	**C. Aguilera**
5	Eiffel 65	**Europop**
6	Britney Spears	**Baby One More Time**
7	Limp Bizkit	**Significant Other**
8	Creed	**My Own Prison**
9	Mariah Carey	**Rainbow**
10	Savage Garden	**Affirmation**

Top 10 Country

1	Dixie Chicks	**Fly**
2	Faith Hill	**Breath**
3	Shania Twain	**Come On Over**
4	Lonestar	**Lonely & Grill**
5	Wynonna	**New Day Dawning**
6	Tim McGraw	**A Place In The Sun**
7	Mark Willis	**Permanently**
8	Dixie Chicks	**Wide Open Space**
9	Tracy Lawrence	**Lessons Learned**
10	SheDaisy	**The Whole Shebang**

Top 10 Francophone

1	Bruno Pelletier	**D'autres Rives**
2	France D'Amour	**Silence Des Roses**
3	Francis Cabrel	**Hors Saisson**
4	Les Respectables	**$=Bonheurs**
5	Sylvain Cossette	**Humain**
6	Jean Leloup	**Les Fourmis**
7	Noir Silence	**Tout L'Monde**
8	Isabelle Boulay	**...tats D'Amour**
9	La Chicane	**En Catimini**
10	Nicola Ciccone	**Opèra Du Mediant**

Canada's Hit List is now compiled for Canadian Coin Box magazine by Nadisq, 209 Victoria, Valleyfield, Quèbec, J6T 1A8, tel: 877-371-4040, fax: 877-371-4340—the Canadian supplier for jukebox operators of CD compilations, 45 RPM vinyls, Promo Only Compilations and ERG

INTERNATIONAL NEWS

London Show Reflects Global Market

The Amusement Trades Expo International has become truly global as 104 nations were represented at the show in London England, Jan. 25 to 27, 2000.

Along with the ATEI also held was the London Parks & Attractions Show and the International Casino Exhibition.

The total attendance of 19,173 comprised 7,079 who travelled from overseas and 12,094 who made the journey to London from within the United Kingdom.

Spain once again headed the list of overseas visitors with 734. The US. had 439 attend and Canada was number 31 on the list of foreign visitors.

Organizers are pleased with the numbers despite the 7.6 per cent decrease.

"ATEI, as any trade show, should reflect changes in the market place, so we wouldn't have expected any other outcome," says Peter Rusbridge, ATE chief executive. "We had been prepared for a fall in numbers, so such a strong result is encouraging for both the industry and ATEI."

Sega Amusements Europe won the best stand award.

The ATEI is set for Jan. 23-25, 2001.

GTI Expo Moves Dates

Due to conflicts with another exhibition, TAMA, GTI Expo 2000 has moved its dates to August 17 to 20 from Aug. 10 to 13. It will be held in Hall A, Taipei World Trade Center, Taipei, Taiwan.

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No Crane Ruling Yet

At presstime, there was still no ruling in the case involving the seizure of a crane in Toronto. Although close attention has been paid in this case, law enforcement officials say that it is not a test case on which to base the legality of cranes in Canada. Final written summations have been submitted, all evidence is in and now it is up to the judge in the case to issue a ruling as to whether or not the crane is to be considered a gambling device.

India Amusement Expo Changes Hands

The India Amusement Show has been purchased by InterGame Conferences Ltd. from AAMA/William T. Glasgow earlier this year. Any sales enquiries regarding stand bookings should now be addressed to Susan Wrenshall, and all other enquiries sent to Maggie Lynch at InterGame Conferences Limited, 4 Southlink Business Park, Hamilton St., Oldham, Lancashire OL4 1DE, UK, tel: +44-161-633-0100, fax: +44-161-627-0009.

Wells-Gardner News

Wells Gardner electronics has acquired assets of American Gaming & Electronics, Inc. (AG&E)

AG&E will be operated as a wholly owned subsidiary of Wells-Gardner and is expected to have sales between $8 and $10 million in 2000 and grow some 16 per cent annually for the next two years.

Wells-Gardner has also entered into a 50/50 joint venture with Eastern Asia Technology Limited of Singapore to produce and manufacture a full line of open frame video monitors. The new company has been incorporated in Malaysia and is named Wells Eastern Asia displays (M) Sdn. Bhd.

New Web Site

G-TEL Enterprises, Inc. has launched its new web site—www.payphone.com for one stop shopping of their pay telephone equipment. The site will be equipped to take secure orders on-line and features live customer service chat.

ASI 2000 Countdown

The first U.S. trade show for the coin-op amusement industry for the year 2000 is poised to bring forth information that allows operators to prepare their routes for the 21st century. The Amusement Showcase International, for the coin-op amusement industry which runs alongside the Western National Automatic Merchandising Association show for vending and office coffee service is set for Las Vegas March 29 to 31, at the Las Vegas Convention Centre. The vending show runs from March 30 to Apr. 1 and each show will honour the other's badges.

The ASI, sponsored by the American Amusement Machine Association (AAMA) is being billed as the place "where the buying power of the industry shops in the Spring."

ASI is truly international. Last year, of those buyers who attended from 37 countries, Canada topped the list at some 44 per cent; 18 per cent were from Mexico; 16 per cent were from Europe; 10 per cent from Asia; 6 per cent from Oceania; 4 per cent from South America; 1 per cent from Central America and the Caribbean and 12 per cent from the Middle East.

Of all operators attending ASI, 73 per cent make all the buying decisions.

The top locations these operators buy for are bars/nightclubs; arcades; bowling centers; convenience stores; pool/billiards; restaurants; hotel/resorts; and colleges.

Registration: Tuesday, March 28, 9 a.m. to 5 p.m.; Wednesday, March 29, 8 a.m. to 5 p.m.; Thursday, March 30, 9 a.m. to 4 p.m.; Friday, March 31, 9 a.m. to 3 p.m.

Education

The seminar line-up promises something for everyone. Randy Fromm's Arcade school again presents TechFest which will offer troubleshooting on everything from monitors, to pinball, to changers, to ticket dispensers.

Other educational sessions include topics such as: Expanding Your Business with Vending; Music Licensing; Video Game Violence; Coinage; Marketing; and much more. Seminars run at various times throughout the show.

Party, Awards, Charitable Events

The operator's cocktail party, the social highlight of the ASI will be held at the Las Vegas Hilton in the Hilton Ballroom on Wednesday, March 29 beginning at 5:15, p.m. Two complimentary drink tickets will be issued to each guest.

Also, each year at ASI, the American Amusement Manufacturers Association announces the winners of their manufacturer and distributor of the year, and Play Meter magazine presents its award for the Operator of the Year. New for this year, awards presentations will be made prior to the ribbon cutting ceremony on Wednesday, March 29, at 9:15 a.m. in front of the entrance to the exhibit hall. Winners of the AAMA Achievement Awards will be announced at this time, but awards will be delivered to the booth of the winner.

The American Amusement Machine Charitable Foundation (AAMCF) will be holding its third annual charity golf tournament on Tuesday March 28 at Angel Park Golf course.

The Silent Auction will be held for the fifth year to raise funds for youth related organizations.

There is also a 50/50 raffle with tickets being sold throughout the show and at the Operator's cocktail party. Four drawings will be made with 50 per cent of the proceeds going each day to "Always Kids". A portion of the golf tournament proceeds also go to this important cause.

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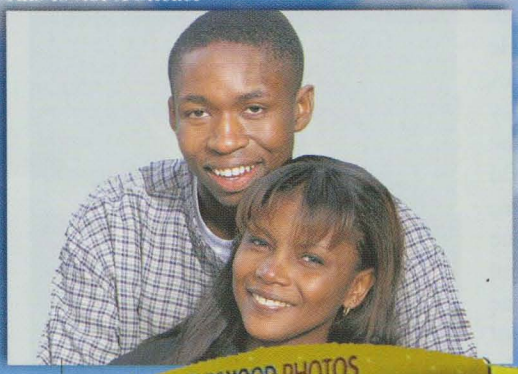

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ELECTRONIC GAMES SMART ENTERTAINMENT

New Rowe CEO

The Board of Directors of Rowe International announces the appointment of J. Douglas Johnson as chairman of the Board and CEO of Rowe International. Johnson succeeds David G. Sadler who has been Rowe's Chairman and CEO for the past five years.

Sadler is credited with the successful restructuring of Rowe as well as increasing their international exposure.

Under Sadler's guidance, Rowe introduced a host of new products across the product line. With Sadler's retirement, and having completed the restructuring of the company, Rowe's focus and efforts will now be devoted to growth, a task befitting the strengths of Johnson.

Johnson has been in manufacturing for over 28 years.

Changes at VDLP

Valley Dynamo announced the appointment of Link Pendley as the director of international sales, operating out of the corporate offices in Fort Worth, Texas.

Link has a long career in the recreation and amusement industry and came to Valley Recreation from the Tornado Table soccer company when Valley acquired it a few years ago. He has experience as an operator of tables and during his time with Valley Recreation, he was responsible for the prestigious Tornado table soccer world championships and the tour programs, as well as pool promotions and the league machine program. Link has been training with James Griffiths for the past several months in all aspects of international business as applied to the markets of pool, table hockey and table soccer. His early thrust will be to bring on board, new distributors for VDLP products and to expand the VNEA program overseas. Link will report to Chris Brady in Fort Worth.

Link Pendley

Simultaneously, the company announced the appointment of James E. Griffiths as representation for the overseas markets, supporting Link and continuing the thrust for expansion of these markets, as well as the search for new business opportunities in products and services. Griffiths was the vice president of international marketing for Valley Recreation and had assumed the position for the new alliance, Valley-Dynamo when it was formed.

From left: Valley's Chuck Milhem presents James Griffiths with his VNEA lifetime sanction card.

In Memory: Frank Schulz

The industry is saddened to learn that Frank Schulz passed away on Thursday, Dec. 30, 1999. Services were held January 3, in Burbank, Illinois.

Schulz was a long time employee of Rock-Ola Manufacturing. When Rock-Ola was sold in 1992, Schulz remained on board with the company and became Vice President of Sales, working out of the Rosemont office. He retired two years ago after completing 49 years of service with the company.

"He was a good friend and a mentor to me. I do not know how we could have made it in the early years without him," says Rock-Ola president Glenn S. Streeter.

Schulz is survived by his wife Dorothy, and their two daughters, Karla and Karen.

"Frank was loved by everyone in the industry and he will be greatly missed," says Streeter.

Frank Schulz

More Change For Griffiths

James Griffiths, who headed international operations at Valley Recreation Products for the past 12 years as well as working for Brunswick previous to that, has exchanged some of his pool cues for CDs as he joins Rock-Ola Mfg. Corp as consultant for the international market. Glenn Streeter, president of the jukebox manufacturer made the announcement at the recent ATEI show in London England. He said the addition of Griffiths will help expand Rock-Ola's global position.

Griffiths is currently consulting for both Valley and Rock-Ola. ❑

Ontario Provincial Team 8-Ball Championships Growing

Hamilton, ON, was again the venue for the Ontario Provincial Team 8-Ball Championships, held Thursday, Feb. 17 through to Sunday, Feb. 20, which brought together teams from all over Ontario as well as Quebec to compete for some $60,000 in prizes.

Some 13 Valley National Eight-Ball Association (VNEA) Charterholders, volunteered their time and energy for the 1080 players and 186 teams that competed on 100 Valley tables in this intense, but fun competition. These numbers are an increase from last year and there were also slightly more female participants. For the first time, teams from Quebec were invited to participate and some four turned out.

"They were great and we enjoyed having them," said one of the organizers Vince Leavey.

The Jim Duncan Appreciation Award given to someone who volunteers their time toward the betterment of the VNEA in Ontario, went to Larry Zigras of Ontario Amusements in Scarborough, ON. Zigras was presented the award by last year's recipient, Vince Leavey, and is the second to receive this award for VNEA support since it was presented to Jim Duncan himself two years ago. The award's namesake, Jim Duncan, could not be in attendance this year due to prior commitments.

The tournament is run largely by

David Pearson, British Speedpool champion tried to break his own record at the Ontario VNEA provincials. He poses here doing the massé move.

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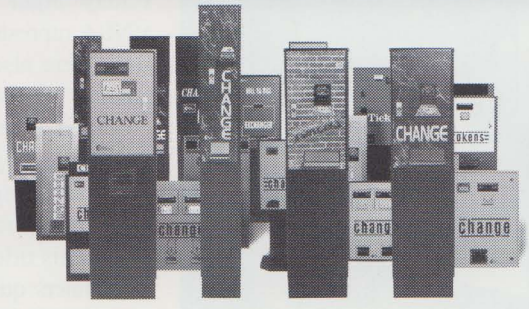

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Kurt Lozinski of St. Albert, Alberta, takes the final putt to win first place at the Alberta Open.

Golden Tee Tourney Winners—Alberta

Kurt Lozinski from St. Albert, Alberta wins the DJ's Sound City, Alberta Open Golden Tee Golf Tournament held on Jan. 22, 2000 at Leduc Boston Pizza.

Lozinski of Heights Tap House, came in first out of some 370 golfers and received $1000 and a trophy for his efforts. Allan DerFong from Castledowns Boston Pizza came in second winning $300 and Matthew Stokes, of Leduc Boston Pizza came in a close third receiving $100 and also won $120 for the Longest Drive. Brian Yarmuch of 97 Street Boston Pizza received a special consolation prize for fourth place out of 370 golfers. Dennis Mar from Heights Tap House won a JVC 100 disc CD changer as a door prize at the event.

Allan Derfong, right, wins second place and is presented his prize by Doyle Serink of DJ's Sound City.

Doyle Serink (right) presents Matthew Stokes with third place prizes.

This is the largest Golden Tee Video Golf competition of its kind in Canada. Golfers from all over Alberta compete at select locations from September to January with the top 40 players advancing to the playoffs. The total purse at the Fall Classic was $2500 and some 16 players advanced to the finals. Two female competitors made it to the quarter finals.

The DJ's Sound City Golden Tee Golf Alberta Open Fall Classic is a video golf tournament using the immensely popular Incredible Technologies game, run annually beginning each September. ❑

Ontario VNEA Provincials

Continued from page 7

There were 100 tables and 1080 players at the VNEA Ontario Provincials.

From left: Larry Zigras is congratulated by Vince Leavey on winning the Jim Duncan Appreciation Award.

volunteers who make themselves available for the 24 hour a day event.

James Griffiths from Valley was in attendance Friday night and VNEA representatives were also on hand.

David Pearson, the British Speed Pool Champion was on hand to defend his title.

Winners qualify to compete in the VNEA Championships in Las Vegas in May.

CALENDAR 2000

April : *6-8*—National Bulk Vendors Association Convention, Las Vegas, NV. tel: 312-621-1400.

7-8—Canadian Automatic Merchandising Association Convention, Toronto, ON, tel: 905-826-7695, 888-849-2262.

14-18—Specialty Coffee Association of America Conference and Exhibition, San Francisco, tel: 415-624-4100.

26—Toronto, ON, Afternoon Tea Briefing, Tea Council of Canada, tel: 416-510-8647.

May: *4-7*—Atlantic Coast Exposition, Myrtle Beach, SC, tel: 877-831-3824, 919-383-9684.

11—Vancouver, B.C., Afternoon Tea Briefing, Tea Council of Canada, tel: 416-510-8647.

25—Montreal, QC, 11—Vancouver, B.C., Afternoon Tea Briefing, Tea Council of Canada, tel: 416-510-8647.

August: *17-20*—TAMA, GTI Expo 2000, Taipei, Taiwan. Contact: Game Time International: +866-2-2760-7407.

September : *9-11*—Canadian Coffee & Tea Expo, Toronto, ON, tel: 416-784-3831, or 905-474-0172.

12-14—EXPOLONIA,International Exhibition of Entertainment Equipment, Warsaw, Poland. Contact: Martin Dempsey or Susan Feery, tel: + 353-0-45-521190.

19-20—Canada's Tea Industry 8th Annual Fall Conference, Niagara-on-the-Lake, ON, tel: 416-510-8649.

21-23—Amusement & Music Operators Association, and Fun Expo, Las Vegas, NV. Contact: AMOA: 800-937-2662 or Fun Expo: 203-840-5427.

October: *5-7*—National Automatic Merchandising Association National Expo, New Orleans, LA, tel: 312-346-0370.

15-17—Hostex, Toronto, ON, tel: 416-923-8416.

November: *14-18*—IAAPA Convention & Trade Show, Atlanta, GA, tel: 703-836-4800.

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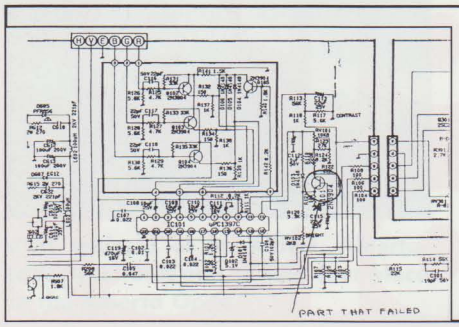

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Solution: Replace Q101 with a 2N3904 or 2N4401 and add a heat sink part number AVD-5752. See figure to left for part location.

Wells Gardner K7000 B+ Adjustment When Pot is Violated

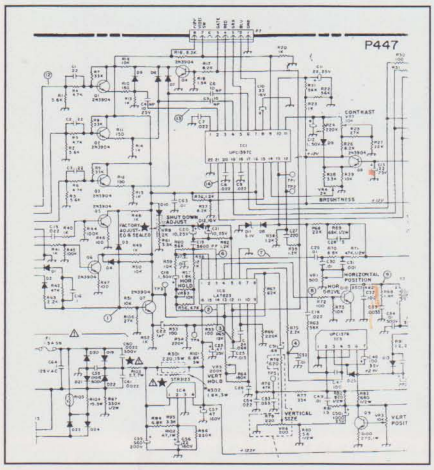


Fig. 1: K7000 Colour Monitor Schematic Diagram.

Problem: We all have done it: break the pot by accident by trying to adjust the shut down pot on a Wells Gardner K7000 position VR8 and found out that it was glued down.

Solution: There is a way to get the proper setting back so that it safely shuts down without causing any damage. Replace the pot with the exact same part 2K OHM horizontal mounting ceramic type—Wells part number 040X0639-006.

Procedure: Before starting this procedure, make sure the power coming to the monitor comes from an isolation transformer. Put a jumper across R301, the large 220 OHM 15 watt resister mounted on the side of the chassis of the monitor. Now turn VR8 totally counter-clockwise and once done, turn on the power to the monitor. Now turn VR8 slowly clockwise till the high voltage shuts down. Once this happens, turn off the power to the monitor and now remove the jumper across R301. Repower up the monitor to make sure that the monitor powers back up. The pot at this stage should be reglued back down with a two stage glue so it cannot be touched again., Please note that monitors with these regulators should have these B+ voltages: STR3123 B+=123 volts, STR3130 B+=130 volts, STR30130 B+=130 volts and STR30123 B+=123 volts DC. See Figure 1 for part locations.

Sega X-Files Pinball Optos for Filing Cabinet

In this article I will use the KISS theory. You have an X-Files on location and the bright red optos fail in front of the filing cabinet. You are too far from the shop to go back, so here is what you do. Go to radio shack, purchase the opto needed, part number 276-066B which is Sega's number 165-5100-00 ultra bright red LED's. Now here is the clincher, go to McDonald's and get a yellow drinking straw so you can line up your optos. You are now up and running again. Is that not just "keep it simple stupid" or what. See Fig. 2 for parts locations.

Magnet & Opto Assembly, 500-6193-00-46 (Items 1-5) and Associated Part: magnet (22-650), 090-5042-01 (Item 6).

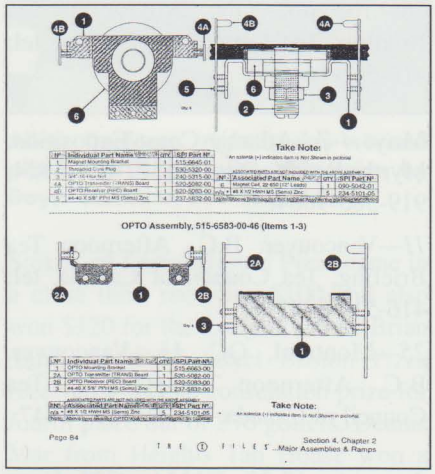
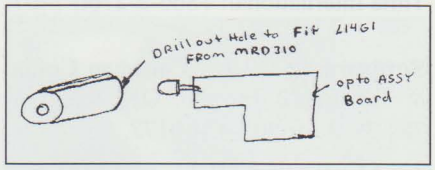


Fig. 2: The X Files.



American Laser Gun Games—Finding a Sub for Infrared LED

Problem: Trying to find a sub for the infrared LED on the board, part number MRD310.

Solution: These parts are very hard to find, but there is a better part to use and with a little modification, it can be installed within minutes. The part we are going to use is the same part they use for the Happ Gun infrared LED L14G1. The only thing you have to do is drill out the tube in which the old LED fits into. The hole should be drilled out one size bigger or so the LED fits snugly into the tube. See Figure above for part location. ❑

John Liikala is the Technical Service Manager for Canadian Amusement Game Supplies in Burnaby, B.C.

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NEW PRODUCTS

New Data Eye

Data Acquisition Systems Inc, a manufacturer of cost efficient data acquisition systems for coin-op industries, introduces the *Model 1016* for small games routes or vending applications. Data Eye has the ability to monitor machine revenue and performance features remotely from the users' host computer. Whether a large arcade or multiple locations around the world, Data Eye puts the operator in touch with the business at the touch of a mouse.

For more information contact your local distributor or for referral call Data Eye at 843-477-1907.

Plug & Play

Plug & Play is the newest Innovation by Bob's Space Racers, Inc.

More than just a new game, Plug & Play allows operators to have one game platform which can be easily converted from one water game to another. For example, an operator can purchase a Top Glo 2™ then in a season can be easily converted to a Top Spin™, Top Glo™ or Rising Waters™.

For more information contact your local distributor or for referral call Bob's Space Racers, Inc., at 904-677-0761.

La Pináta

Innovative Concepts in Entertainment (ICE) has available as part of its winning lineup in kiddie games, *La Pináta*.

This unique interactive video for street or family entertainment centre locations has colourful mexican party graphics and is inspired by the Pináta party game. It is available as a redemption game or bulk candy vendor.

For more information contact your local distributor or for referral call ICE at 716-759-0370.

Zamperla Goes Wild

New for the millennium, Zamperla introduces three "Wild" kiddie rides.

Take a ride on the *Zoo Patrol* featuring a safari vehicle with a chimpanzee, elephant and a 6ft. tall giraffe. The *Dinosaur Tour* features a mother dinosaur and her four children touring with a sign that reads "Do Not Feed the Humans." The new *3-Horse Carousel* features three classic horses on a beautifully decorated 5ft. carousel.

For more information contact your local distributor or for referral call Zamperla at 800-888-8878.

Silly Shower

Fun Industries introduces the *Silly Shower*. This promotional piece is similar to the poplar dunk tank, but has a self contained plumbing system which continually chlorinates and filters the water. The participant sits down and water is gently sprayed onto them when the player puts a golf ball into the hole or tosses the ball , hitting the target. Set up is easy.

For more information contact your local distributor or for referral call Fun Industries at 309-755-5021.

The New Products section is a free service. Send a photo and under 100 word description to Coin Box magazine, 222 Argyle Ave., Delhi, ON, N4B 2Y2. E-mail: coinbox@annexweb.com

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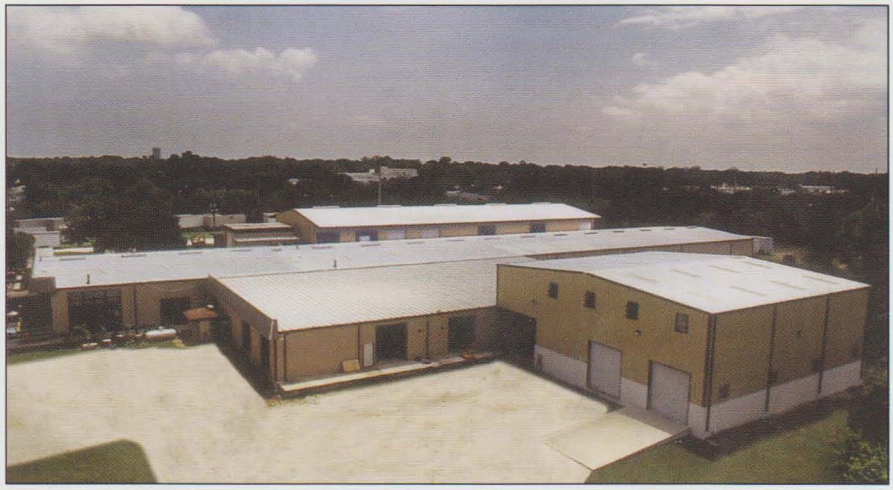
Bob's Space Racers Racing Forward

After 30 years, this redemption game manufacturer hits the marketplace with another industry first..the Plug & Play Platform

Bob's Space Racers Inc. (BSR), the manufacturer of the hit redemption piece Whac-A-Mole®, and many others, is celebrating its 30th anniversary along with the beginning of the new millennium.

The BSR product line-up includes some 20 successful games that can be found in FEC's and arcades around the world, such as the water games Top Glo™ and Top Glo 2™, Rising Waters™ and Top Spin™, Roll-A-Ball Derby®, Barrel of Fun™, Racers Edge™, and Skatter Ball™.



Bob's Space Racers, Inc. manufacturing Facility, Daytona Beach, FL.

Plug and Play

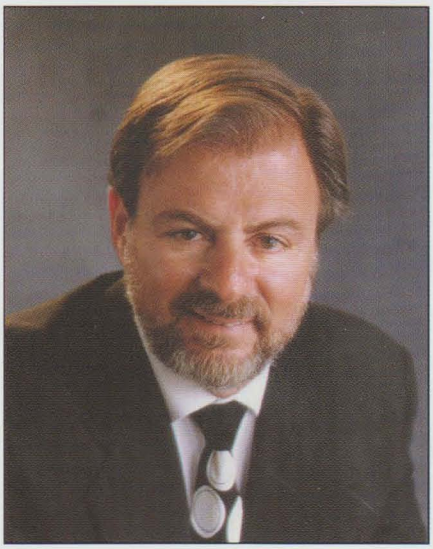
The newest innovation from BSR is the plug and play—a game platform that will convert all of BSR's water games.

The other new addition to the company's line-up of games is the two unit arcade version of Top Glo 2.

Plug & Play, patent pending.

The Beginnings

Bob Cassata, owner and CEO did not set out to become a game manufacturer. He was a construction superintendent and had become interested in being a games operator through a friend. "A good friend of mine had a piece on the boardwalk in Daytona Beach and he wanted me to watch it while he was gone playing some fairs," Cassata explains. After working the game one hot summer night for his friend, Cassata was hooked on the amusement business. "I saw what it was like and I asked my friend if I could get a booth of my own down there on the boardwalk," Cassata says. "That's how I got started." Cassata's friend figured if he liked the boardwalk, he ought to love fairs. Cassata continues, "He told me that the boardwalk was nothing compared to a fair route. So I built a concession trailer and played two fairs in New Jersey." Cassata spent the family savings on a



Bob Cassata, Owner/CEO.

Continued on page 26

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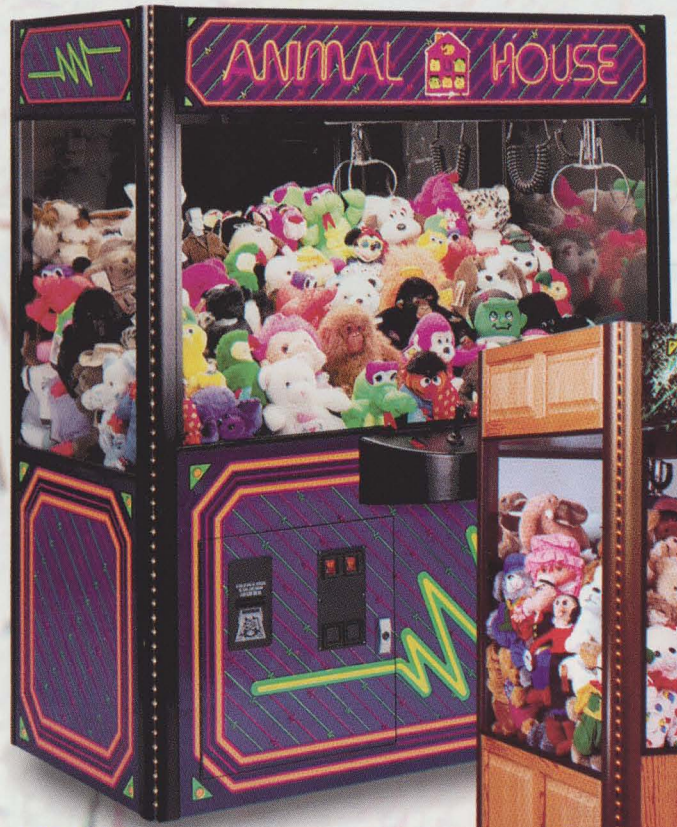

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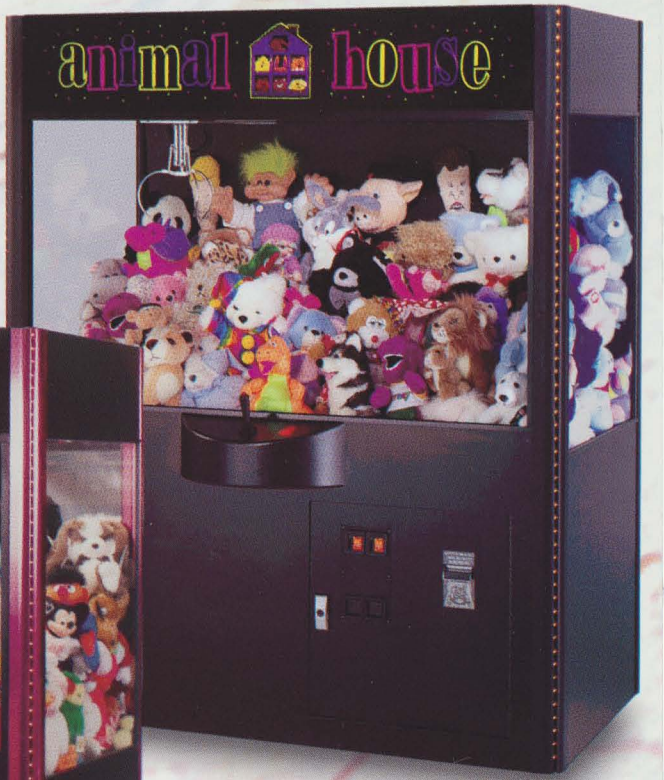

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BULK VENDING CONNECTION

With Sandra Anderson-Lloy

"Stick"ing With It

Thanks to all for the positive response to this new for 2000 Bulk Vending Section to be a regular part of Canadian Coin Box magazine.

Perhaps the hottest, trendiest part of bulk vending is the flat vending or sticker items. This also includes tattoos and collectors cards, but stickers are by far the top sellers.

With stickers comes the opportunity for licensed products...banking on names that people know, cartoon characters, musicians, and sports teams. The licensed product allows operators to stay on top of the current trends and to be seasonal, reflecting the most popular current phenomenon such as Brittiny Spears and an old favourite like the Playboy rabbit. Licensed product drives sales up, but license costs are getting high. A licensed sticker is easier to bring to the market than a licensed toy. As for a license having a shorter life span, such as fads dying out and another taking over, it is competition that spurs this and the customer's desire for the newest item available. Action figures are popular. Yesterday it was Power Rangers, today its Pokemon, tomorrow it will be something else.

Then there's seasonal vending from Christmas to Valentines to Shamrocks to Easter Eggs to Canadian Flags for Canada Day, to Thanksgiving to Halloween. Certain holidays do better than others in different areas of the country.

In Canada, stickers sell for $1 vend. Creativity and willingness to try new items is key to success in flat vending.

The future of stickers is bright. The industry is growing and as long as hot, beautiful stickers are created people will buy them. Most operators who have flat vendors also have regular bulk vendors. It is possible to put a gumball machine on each side of a flat vendor on the same stand for example.

Flat vending allows operators the ability to cater to a wide age range from Children to Teens to Adults.

Twoonie Vending

Canadian bulk operators have the advantage of the two dollar coin and several new products become available every day to suit this venue. Capsules with small plush items are by far the most popular, such as beanie key chain animals, soft finger puppets and similar items. Costume jewelry items can vend for $2 too.

The opportunities are endless. ❑

For more information on special advertising rates in this new Bulk Vending Section contact Jim Dillon at tel: 519-582-2513, fax: 519- 582-3412 or e-mail: vending@annexweb.com

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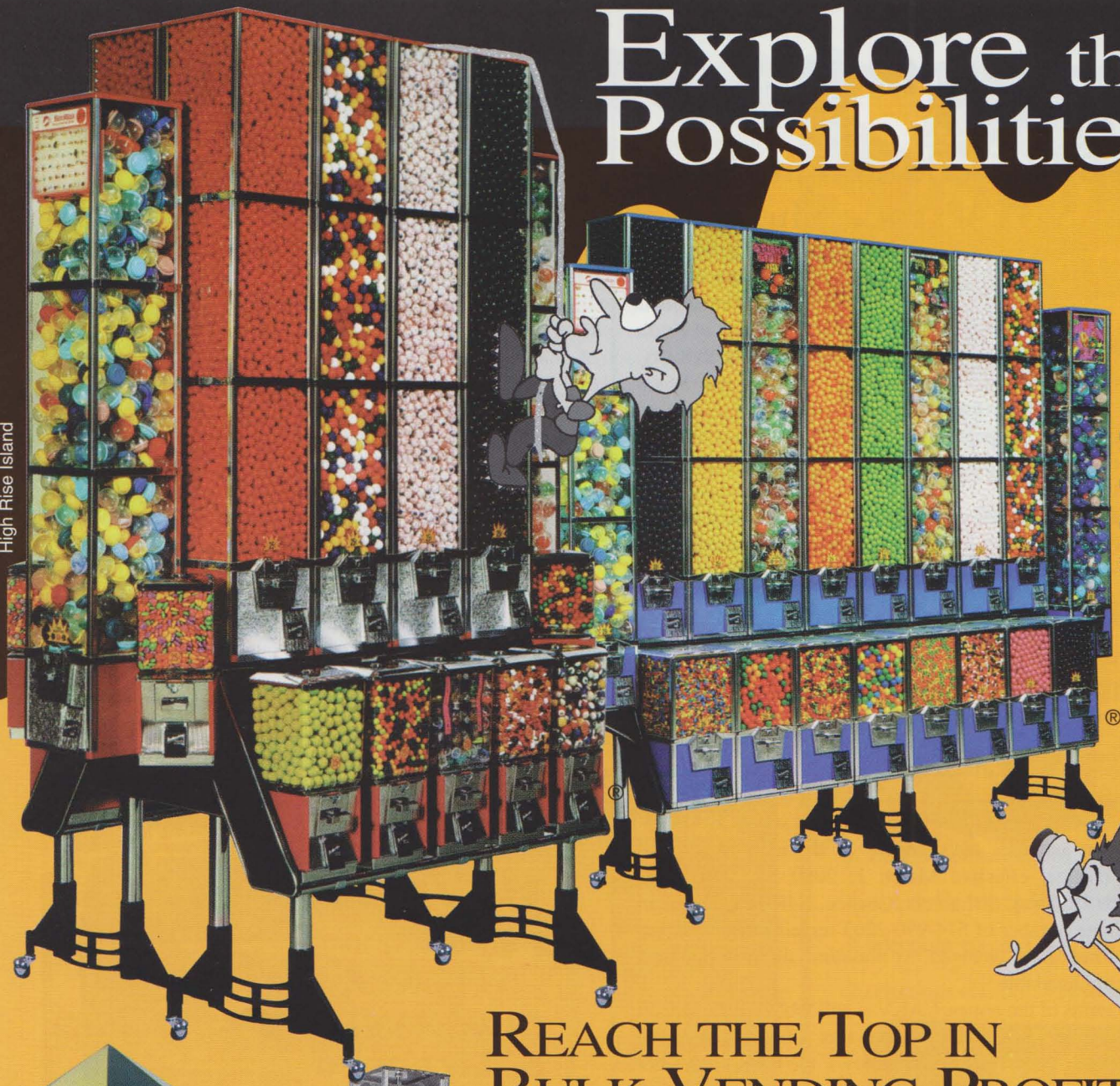
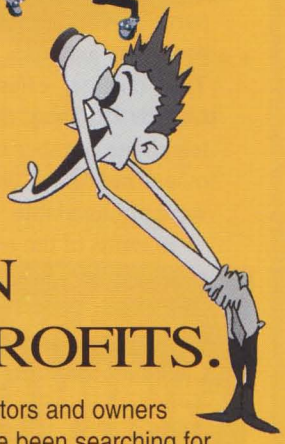
If readers have any comments, concerns or suggestions for our new Bulk Vending Section, please contact the Editor at: Canadian Coin Box magazine, 222 Argyle Ave. Delhi, ON, N4B 2Y2
tel; 519-582-2513
fax: 519-582-4040
e-mail: coinbox@annexweb.com

Explore the Possibilities.



High Rise Island

High Rise Front Row



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NEWS IN BULK

Bulk is Golden at the NBVA Trade Show

The National Bulk Vendors Association meets in Las Vegas, NV, Apr. 6 to 8, 2000 to celebrate 50 years with their trade show and convention. This is the only show in North America catering exclusively to the bulk vending industry. All top machine manufacturers and suppliers will be on hand with their newest products and equipment.

Organizers are expecting the largest turn out to date. There will be some 128 booths. The venue is the new Venetian Hotel.

There are several educational sessions planned for the Friday. Other events include tennis and golf tourneys.

For more information contact the NBVA at 312-621-1400.

New Address—ACME Kidco/CAKV

ACME Kidco Canada of St-Eustache, Quebec, is moving to a better, more convenient location, closer to major highways.

And therefore, the headquarters for the Canadian Association of Kiddie Vendors (CAKV) is also moving as partner of ACME Kidco. Daniel Renaud serves as CAKV president and uses his company as the mailing address. This change, effective March 1, 2000 is: 7219 Trans Canada Highway, St-Laurent, Quebec, H4R 1P8. The main telephone number of 514-990-2263 remains the same, but others may have changed. At presstime the new numbers were not available.

In terms of the issues, CAKV is still lobbying the federal government for Goods and Services Tax exemption on dollar coin sales. Also, in other news, the CAKV does not foresee the launch of new plated coins by the Royal Canadian Mint this summer as a problem.

PEOPLE

In Memory: Schwarzli

Condolences are extended to the Schwarzli family of Beaver Machine Corporation and Machine-O-Matic for the loss of Katarine Schwarzli, of Delhi who passed away at the Markham-Stouffville Hospital on Jan. 30, 2000. She was in her 75th year.

"Kati" is survived by brother Josef Schwarzli and his wife Josie of Stouffville; Maria Federer and husband Paul of Waterloo and the late Rose Boehm. Dear aunt to Bernie Schwarzli and Paula Tully; Joe, Herb, and Al Boehm; Kate, Anne and Joe Federer.

Great-aunt of 10 and great-great-aunt of three. Services were held Feb. 2, 2000 in Stouffville. Donations to the Heart and Stroke Foundation were acknowledged by the family.

BULK TECH TIME

WITH ROBERT A. BARAKÉ

Size Isn't Everything

Building your bulk vending route one machine at a time.

Working for a distributor you tend to meet a fairly large cross section of operators. There's the "big guys", the "medium size guys" and then there are small operators with day jobs. Entrepreneurial spirit should not be measured solely by the size of a route. The wealth of information which accumulates by interacting with this spectrum of operators is what I'd like to begin sharing with you in this "bulk tech time."

The old, but still worthy, saying that "one should build their route one machine at a time," still packs more time tested wisdom than is acknowledged by most large operators. One

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Bulk vending is truly about the right combination of equipment, product and location.

client comes to mind, and I believe he is a prime example of how well the latter saying works.

Last summer he bought two Model 60 vendors and a plain black cast iron stand with a two machine plate, (total cost-approximately $260). He placed the machines in a tavern, and I imagine that he was using them to vend nuts since he asked for quarter coin mechs and a deep wheel. By September he came back to see us and ordered one Super 80, 2 inch capsule vendor with a double Twoonie coin mech. A capsule vendor at $4 a turn seemed like a strange leap from quarters, nuts and taverns, not to speak of the specially ordered fluorescent yellow casing. Well, it turns out that he secured an alternative club as a location which wanted the bulk vendor installed in the women's washroom under black lights. And what was this young operator vending? No, it's not what you think. He was vending temporary, self-adhesive body dot jewelry, apparently the latest craze out on the west coast and in most alternative-rave circles.

Bulk vending is truly about the right combination of equipment, product and location. Remember, think creatively and you too will break new ground. ❑

Robert Baraké heads Technical Service at Laniel Automatic's Ontario office.

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Toy Craze Stickers

On the heels of Pokémon fever, VAR Industries has just released the two newest items in the Japanese toy craze, *Digmon* and *Dragonball Z.* These are metallic stickers on the front and trading cards on the back, and are sure to be popular. Also new are Rock Groups II, Tie Dye 4, Eternal Harmony 2, and Psycho Pig.

For more information contact VAR at tel: 604-597-8750 or e-mail: robvar@msn.com

Second Pokémon Sticker Series

Allstar Distributing is marketing its second line of licensed *Pokémon* stickers for the Canadian vending market. The second series consists of 50 characters from the mega-popular video games and trading cards created by Nintendo.

The stickers, which are now available, are designed to sell through flat vending machines. Printed in Canada, the Nintendo properties are authorized for vending sales here. Characters include Pikachu, Arbok, Blastoise, Carmeleon, Butterfree, Gengar, Charizard and Bulbasaur.

For more information contact Allstar at tel: 514-685-1400 or web site: www.allstarstickers.com

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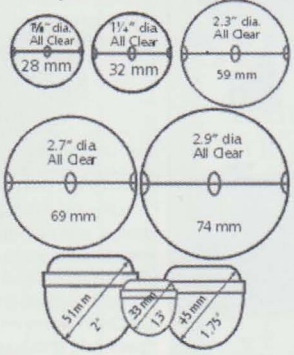

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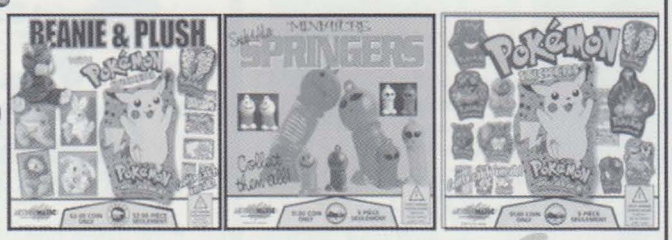

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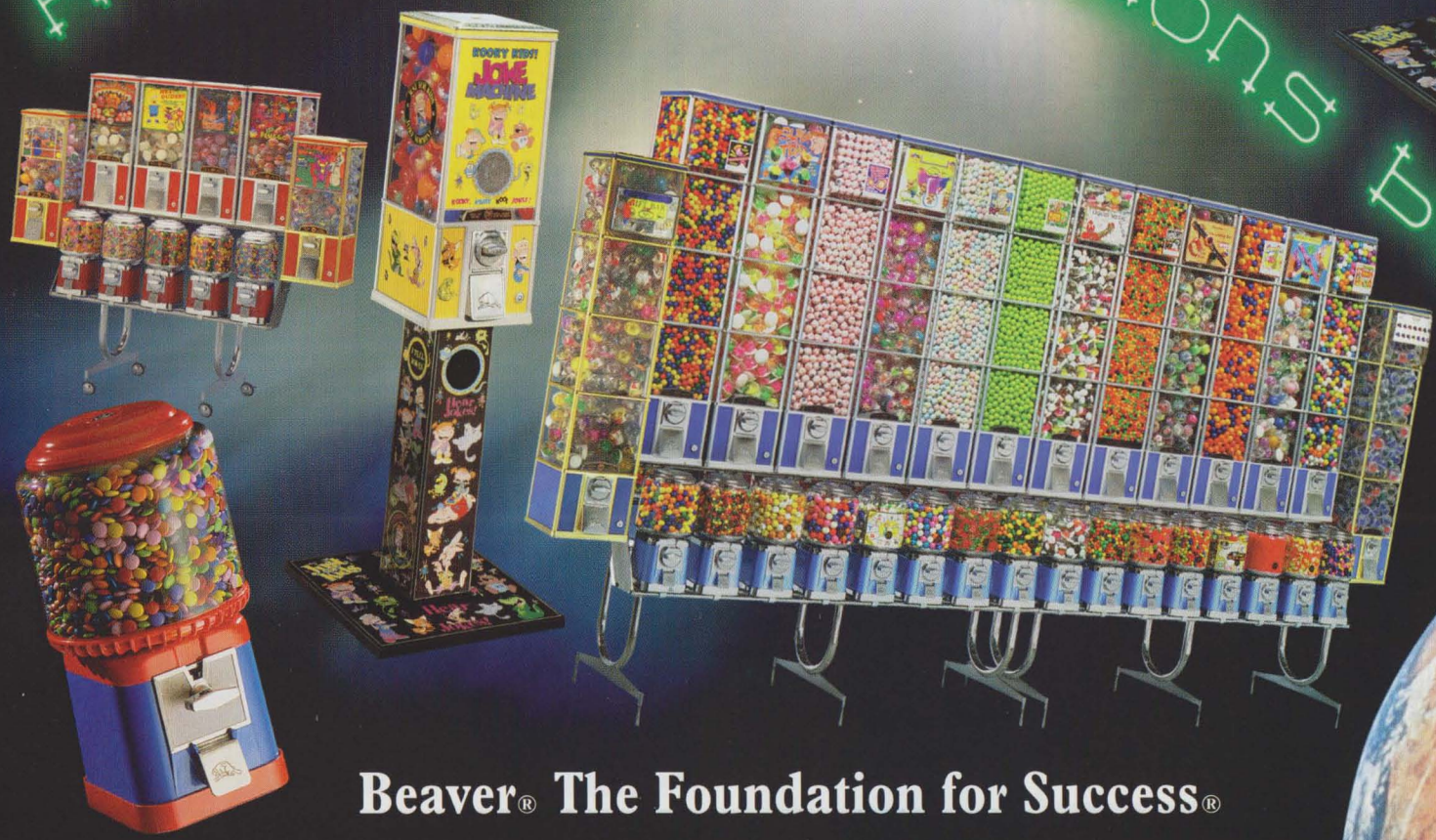

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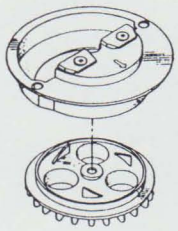
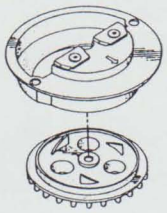
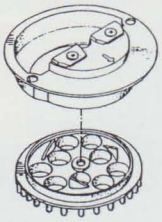
(RB, SB, Southern)



B1 – 1" GUM CONVERSION (Part No. 10301001)
1" dia./25.4mm holes with silver springs
USE - Gumballs
¾" – 15/16" (19 – 24mm) dia.
1400 – 1900 count

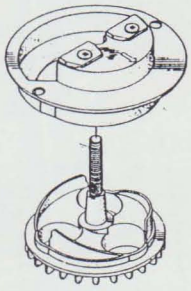


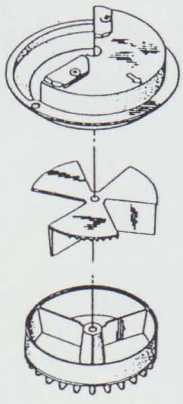
B2 – 3/4" GUM CONVERSION (Part No. 10301034)
¾" dia./19mm holes with silver springs
USE – Gumballs
5/8" – 7/8" (16 – 22mm) dia.
3600 – 5800 count



B3 – 9 HOLE GUM CONVERSION (Part No. 10301009)
¾" dia./19mm holes with silver springs
USE – Gumballs
3600 – 8600 count

The information used on this page was taken with permission from the Fall-Winter 1999 issue of the Beaver Post, Machine-O-Matic's company newsletter.



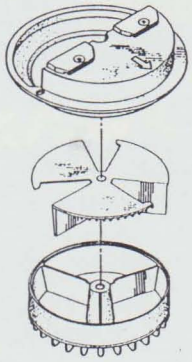


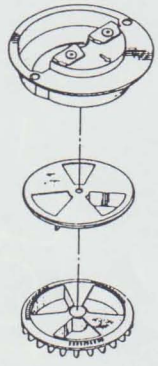
B4 – ROCKET WHEEL CONVERSION
(Part No. 10301002)
1 1/8" dia./29mm holes with silver springs
USE - Gumballs
7/8" - 13/16" (22 – 30mm) dia.
950 – 1600 count

B6 – DEEP ADJUSTABLE ANTI-MILKING CONVERSION (for extra large portions)
(Part No. 10301005)
with silver springs (hard products)
USE – nuts, confections, chicklets, animal feed
with black springs (soft products) (10301017)

ADJUSTABLE CONVERSIONS
B5, B6, B7, B12. Use these conversions where more than 1 piece is dispensed and you wish to control the size of the portions.

USE – nuts, all varieties of confections, eg:
Mike & Ikes, M & Ms
Sweet Tarts, Runts
Chocolate Almonds
Reeses Pieces, Chews
Zingy Zaps, Chicklets
Tabylets, Toasted Corn
Fish/Zoo food





B5 – DEEP ADJUSTABLE CONVERSION
(Part No. 10301003)
with silver springs (hard products)
USE – nuts, confections, chicklets, animal feed
with black springs (soft products) (10301004)

B7 – SHALLOW ADJUSTABLE CONVERSION
(Part No. 10301006)
with silver springs (hard products)
USE – nuts, confections, chicklets, animal feed
with black springs (soft products) (10301013)

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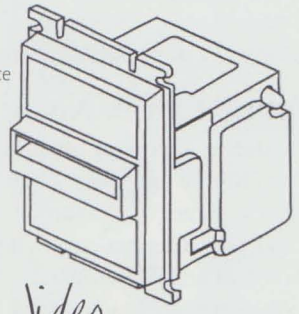

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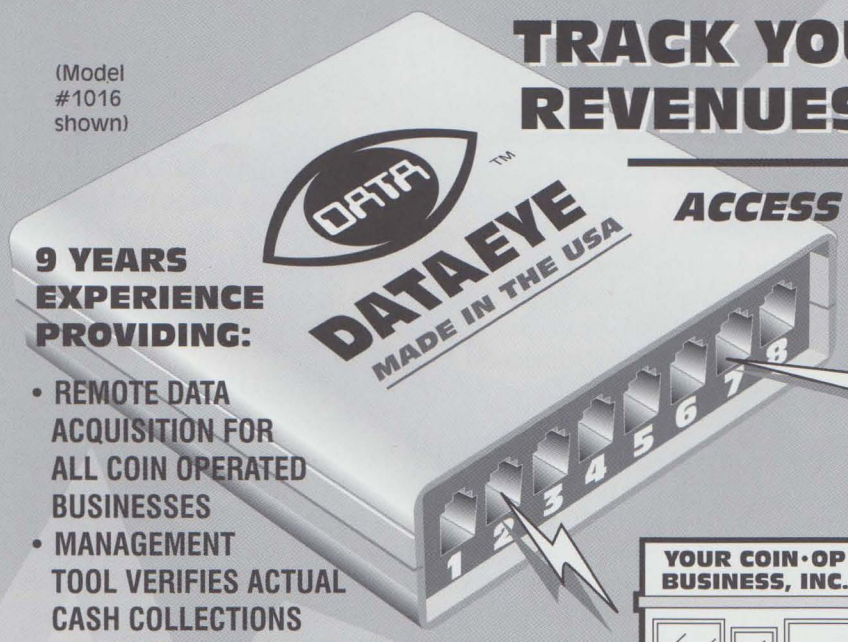

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Cover Feature: Bob's Space Racers

Continued from page 14

trailer, gutted it and built the innovative trailer that required little set up time.

Strong in Canada

The "roads division" is BSR's operating arm that has expanded today to work with all the big names in the fair business including Canada's Conklin. BSR has always had a strong tie to Canada through their roads division and has always done very well here.

What's In A Name

After a couple of seasons Cassata's wife Joyce suggested they come up with a game that a group of people could play. Cassata says, "Between the two of us and Jack Mendes (now president of the company), I built the first Space Race game." Mendes, a clever high school student at the time handled the electrical while Cassata handled construction. The first group games, were built next to Cassata's garage which was used as the shop. They were themed with NASA style Apollo rockets and outer space backgrounds and players had to move a handle to toss a ball into a basket and the first space ship to the top wins. That's where the name Bob's Space Racers came from.

Jack Mendes explains how they moved from being operators to also being manufacturers. "We played at the same fairs as a school teacher from New York who kept bugging Bob to build a Space Racer for him." said Mendes. "Finally he wore Bob down and our manufacturing division was born."

In 1970 BSR began providing trailerized games to fair operators. They built their first park model game in 1972.

"That game is still in use today," Mendes notes.

Coin-Op Redemption

As family entertainment centres and arcades gained popularity, the company found yet another market.

BSR moved into FEC/arcade redemption games in 1977. "The old Pizza Time Theatre Company from Sunnyvale, California came to us and asked us to do a two unit coin-op game," says Mendes. "At first Bob didn't want to do one, two, or three unit games, he thought you needed twelve to sixteen units to make money," Mendes explains. "Finally we agreed to give it a try and Whac-A Mole was our first coin-op redemption game." Cassata adds, "We're very much into the arcade industry. We're heavy into redemption games now." Whac-A-Mole® is one of the most successful games in the history of FECs and redemption arcades. Even after twenty years it continues to be very popular and profitable.

Jack Mendes, President (standing) and Mike Lane, Chief Financial Officer.

With the FEC/arcade market BSR has faced competition as several companies have begun building water games. The company, however, is not worried as Mendes comments, "Like many things if you do it well it looks easy, but it's not. We have 25 years of experience in water games." "Putting electricity and water together in one game can be tricky. Our redemption games are "UL approved" and easy to service and maintain."

Kiddie Games

"We have always worked with themed restaurants like Chuck E. Cheese," says Mendes, "One area that developed out of that was our line of kiddie games." BSR has developed one of the most complete lines of kiddie games in the industry. Their kiddie games include Barrel of Fun™, Kiddie Whac-A-Mole®, Kiddie Bowler Roller®, Frog Song™, Patties Cakes™ and Kiddie Can-Alley™. Mendes continues, "The kids market really took off for awhile. We design our kiddie games to be specifically sized for young children and to be challenging, but not impossible for them to play—Customers really like the concept."

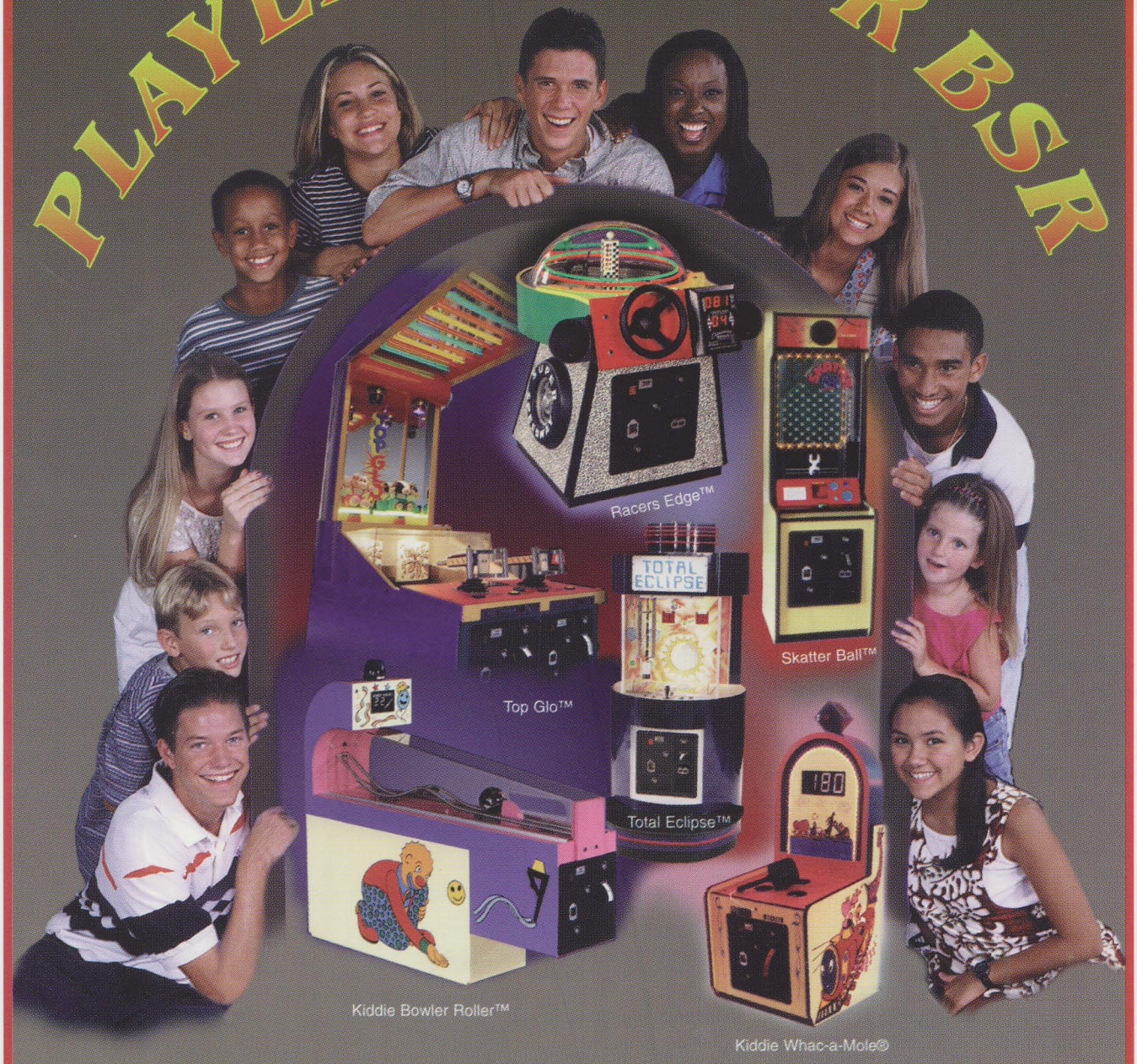
Accounting

Several industry firsts can be attributed to BSR concerning its accounting systems—from using electronic controls to operate a stepping switch in 1974 to the 2400 series accounting system in 1998. This latest system provides for 7 operators simultaneously, and also provides a printer in the game, and automatic logging of hourly reports.

Flowing With Trends

Trends in the market have seen the expansion of family oriented entertainment in Las Vegas, where BSR has been a major contributor. They have provided games for Circus Circus for 20 years

PLAYERS GO FOR BSR



Profits grow with BSR !

Always a profit leader, always on the cutting edge of technology; for thirty years BSR has been creating exciting family entertainment and recreation for players of all ages. Take a look at the Top Glo™ Water Game, Racers Edge™, Skatter Ball™ and much more.

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and have more recently built themed games for the New York, New York, Excalibur, Treasure Island and others. Themed restaurant and entertainment targeted at adults has developed into a significant market niche in recent years with operations such as Dave and Busters.

"Our games appeal to all ages and are unique in that they allow people of all ages and skills to compete successfully," Mendes says. "It's not uncommon to go into an operation and see young kids, teenagers, middle aged men and elderly women all play our games and having a great time." No game demonstrates this broad appeal better than BSR's line of water games such as: Top Glo™, Rising Waters™, Top Spin™ and the Vertical Water Game™. Water games have a long successful track record in all types of FECs and arcades. They have been a profitable mainstay of many operations for decades.

Operating Complements Sales

BSR maintains a unique perspective in the industry because they are also involved on the operations side of the business. "I'm still an operator as well as a manufacturer," Cassata says. "When we come up with a game, we test it before we'll ever sell it." Because BSR is involved in operating several different types of gaming facilities and operations they understand the potential pitfalls and special needs of operators. Their insights and experience is reflected in the design, dependability and long term popularity of their games.

BSR's operating experience shows up in newer games like Total Eclipse™, Racers Edge™ and Skatter Ball ™. Knowing that space is costly and operators need to squeeze profit out of every possible square foot: BSR has designed a series of games with a small footprint. These new games allow operators to place popular, profitable games into spaces that may have been sitting idle before. These games also make it easier to do periodic resets to create a new look and revitalize interest.

Looking Ahead

When asked about the future Cassata says, "This business is changing all the time. If you can't come with new stuff, you're dead in the water. We do a lot of theming with a wide range of colours. We also do a lot of custom work." With that in mind BSR has added several new games to their product line in the past two years. The most recent additions have included the Racers Edge ™ driving game, Skatter Ball™ and their newest water game Top Glo 2™.

Mendes adds, "Skill games will always be winners. With the water games for example, people get to compete against each other instead of just against a computer or computer program. Hands-on skill games will always be in fashion."

As BSR celebrates their 30th anniversary, they continue to be a leader in the games industry. With innovative game concepts for FECs, redemption arcades, theme parks and fair midways. The new millennium promises to be an exciting time of creativity and innovation for the industry and especially at Bob's Space Racers. ❑

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